

REQUEST FOR QUALIFICATION STATEMENTS ("RFQS") # 6000001282

MASTER AGREEMENTS FOR GENERAL CONSTRUCTION SERVICES ON A WORK ORDER BASIS

AIRTRAIN NEWARK REPLACEMENT PROJECT

All information and materials given and discussed at the Information Session are for informational purposes only and **NOT** to be used for bidding.

January 10, 2023

Agenda

- **RFQS Process** | [Megan Connors, Contract Specialist, Procurement Department](#)
- **Project Overview** | [Ralph D'Apuzzo, Program Director, AirTrain Newark Replacement](#)
- **Diversity, Equity, and Inclusion** | [Anthony Miller, Compliance Program Manager](#)
- **MWBE/SDVOB/LBE Resources** | [Wilnell Martinez, Community Outreach](#)
- **Q&A**

Megan Connors



Procurement Contract Manager
Procurement Department

Our Mission is to keep the region moving.

Our Priorities: What we focus on to achieve this mission



Our Standards: How we meet these priorities



AIR LAND RAIL SEA

RFQS Schedule and Overview

- **Due Date:** February 15, 2023
- **Qualification requirements:** YES – see RFQS Section IV
- **MWBE Requirements:** 20% Minority/10% Woman
- **SDVOB Requirements:** 3% SDVOB
- **Bid Bond Requirement:** Range B only

Proposals

Format and Submission Deadline

- Submissions must be provided in electronic format.
- Submissions will be accepted by upload only, at <https://panynj.bonfirehub.com>
- Submissions must be uploaded and received by the Port Authority by 2:00 PM EST on **February 15, 2023** in order to be considered.

Estimated Value and Work Order Ranges

The Authority currently estimates that the total amount of Work to be awarded under all Work Orders will be between \$50,000,000 to \$65,000,000.

There are two ranges for qualifications. Firms may submit for one or more of the ranges below, but in every case must demonstrate compliance with the requirements below for the subject range.

Firms shall indicate in their submissions which range(s) it is proposing to be qualified for.

Range A – Up to \$2,500,000 (Small Contracts Program set-aside)

Range B – \$2,500,000 to \$20,000,000

Range A is set aside for Local* Port Authority-Certified M/WBE firms.

Range B is open to all firms.

*Only Local (as defined in Section VI 3 Local Businesses of the solicitation document) Port Authority certified minority and women business enterprises (“MWBE”) firms can qualify for Range A. Local and/or MWBE firms can also qualify for Range B.

Qualification Requirements – Range A

Range A is set aside for Local* Port Authority M/WBE/SDVOB firms.

Range A – Qualification Requirements

Minimum Experience of the Firm: As a prime or general contractor, with at least five (5) years of construction experience on two (2) or more projects of similar type to those listed in Section III, with multiple disciplines or subcontractor management that each have a total construction cost of at least \$500,000 per project.

Minimum Qualifications of Key Staff (Project Manager, Superintendent and Site Safety Manager(s)):
The firm's Project Manager, Superintendent, and Site Safety Manager(s) must each have a minimum of five (5) years construction experience on two (2) or more projects of similar type to those listed in Section III of the solicitation document, each with a total construction cost of at least \$1 million.

**Firms located in municipalities in Essex, Union and Hudson counties*

Qualification Requirements – Range B

Range B - Qualification Requirements

Minimum Experience of the Firm:

- a) As a prime or general contractor, with at least five (5) years of construction experience on projects of similar type to those listed in Section III, each with a total construction cost of at least \$5 million; and
- b) As a prime or general contractor, during the last five (5) years, it has successfully completed or substantially completed at least two (2) construction contracts of a similar type to those listed in Section III, each with a total construction cost of at least \$5 million, with multiple disciplines and subcontractor management.

Minimum Qualifications of Key Staff (Project Manager, Superintendent, and Site Safety Manager(s))

- The firm's Project Manager, Superintendent, and Site Safety Manager(s) must each have a minimum of ten (10) years construction experience on contracts of similar types to those listed in Section III of the solicitation document, each with a total construction cost of at least \$5 million.

Priority Zones

Subcontracting Prioritization

Each contractor issued a Master Agreement will be required to make a good faith effort to maximize the use of local business enterprises on each Work Order. Firms shall give, wherever possible and practicable, priority to local workers/laborers. "Priority Zones" shall mean business entities residing within the localities in the following order of prioritization:

- (1) Municipalities of Newark and Elizabeth ("Zone 1")
 - (1a) All municipalities within a 5-mile radius of the outside border of the Airport
- (2) Remaining counties and cities in Essex, Union and Hudson counties that are not inclusive of priority zone 1a
- (3) Middlesex and Bergen Counties
- (4) Within the Port District in the State of New Jersey
- (5) Within the Port District in the State of New York
- (6) Anywhere else outside of the Port District

Communication to the Port Authority

Submitting Questions

- All communication with the Authority during an active solicitation **MUST** go through Procurement, with attention to the Contract Specialist - Megan Connors **at MeConnors@panynj.gov**

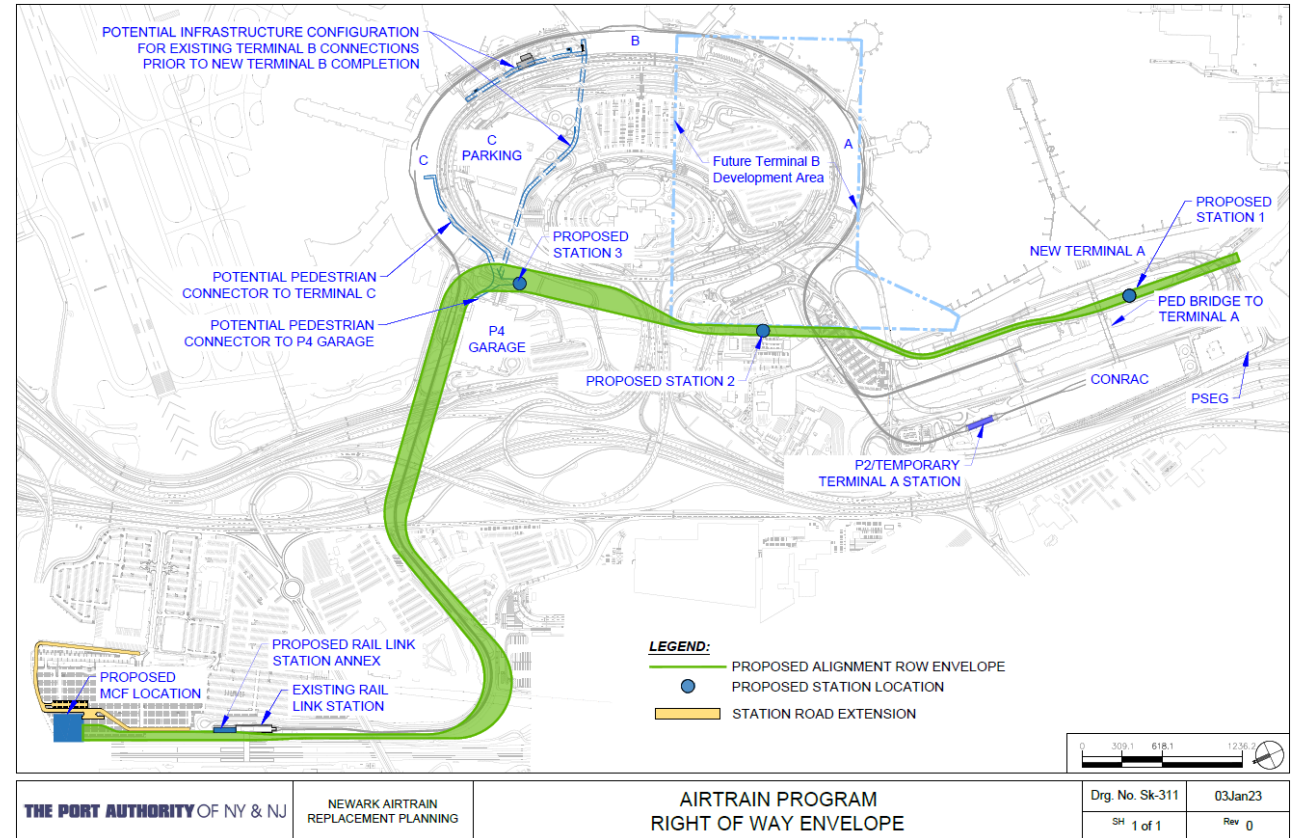
Ralph D'Apuzzo

Program Director
AirTrain Newark Replacement
Program

AirTrain Newark Replacement Program

Phased Multi-Contract Approach to include:

- Design & Construction of AirTrain System Technology:
 - Supply of specialized rail vehicles, controls and supporting electrical and communication systems
 - Operation & Maintenance of new System Technology
- Design & Construction of the Guideways and Stations
- Construction of the Maintenance and Control Facility
- Construction of Pedestrian Connections
- Demolition of existing system



Anticipated Work Scopes- 2023/2024

Mid/Late 2023

- Abatement and Selective Removals
- Surveys / Testing and Borings
- Maintenance of Traffic
- Drainage
- Electrical (ductwork)
- Concrete
- Asphalt Paving
- Miscellaneous Signing and Striping
- Pile and/or Caisson Load testing
- General Site Work (clearing, grading, grubbing, fencing...)
- Utility Surveys and Relocations
- Environmental Borings and Testing

Late 2023/2024

- Architectural Finishes
- Electrical, Electronics and Communications
- Fireproofing / Fire Protection
- Foundations, Concrete slabs
- Hoists, Elevators
- HVAC
- Lighting
- Masonry
- Plumbing
- Roofing
- Rough Carpentry
- Structural Steel, Miscellaneous Metals
- Demolition and Removals

Examples of Material Purchases by Selected Firms

- ☐ Fencing
- ☐ Maintenance of Traffic equipment
- ☐ Concrete
- ☐ Asphalt
- ☐ Jersey barriers
- ☐ Structural steel/Miscellaneous metals

Anthony Miller



**Office of Diversity, Equity
& Inclusion**

Office of Diversity, Equity & Inclusion (ODEI)

- The Port Authority is strongly committed to doing business with minority, women-owned, small, disadvantaged, and local enterprises
- ODEI proposes policy and establishes practices for PA departments, tenants and developers to enable them to achieve our agency's policy and associated utilization goals
- **ODEI supports departments, tenants and developers by :**
 - Recruiting and certifying eligible MBE/WBE, SDVOBs, DBEs, and SBEs
 - Establishing rigorous compliance regiments, including OIG monitoring, and subject to performance penalties
 - Providing capacity building services for MBE/WBEs, SDVOBs, and LBEs

ACRONYMS:

DBE: Disadvantaged Business Enterprise
MBE: Minority-owned Business Enterprise

LBE: Local Business Enterprise
SBE: Small Business Enterprise

WBE: Woman-owned Business Enterprise
SDVOB: Service-Disabled Veteran-Owned Businesses

Eligibility Criteria for Certification

DBE

- **DBE** is 51% owned by individual or individuals categorized as economically or socially disadvantaged citizens or permanent residents as per CFR 49 part 26, has size standards for program and industry, PNW, NAICS codes, Site visits required.
- We have Unified Certification Partnership (UCP) Partnership with New York and NJ
- Valid for 1 year
- No requirement for how long to be in business.

MWBE

- **MWBE** 51% Owned and managed by Minority or Women Owner(s) who are citizen or permanent residents.
- Make critical day to day decisions.
- Capital contribution are real and substantial and continuing
- Valid for 5 years
- Needs to be in business for at least one year.

SBE/SDVOB

- **SBE** is race and gender neutral. Needs firm based in NY&NJ, year(s) in business and meets SBA threshold standard for industry.
- For Construction firms once certified qualification is our Engineering Dept for set-aside opportunities.
- **SDVOB** is 51% owned and managed by Service-Disabled Veteran Owner(s).
- Letter or documentation issued by Veteran Affairs showing SDVOB status.
- Principal place of business in NY&NJ or significant presence in NY&NJ.

Efforts to Achieve MBE/WBE/SDVOB Policy

- Ensure **diversity within diversity in all areas of work and tiers**
- **Develop a 'Roadmap'** to inform a comprehensive participation plan for evaluation and approval
 - Provide **substantive opportunities** for MBE/WBE/SDVOB across the full spectrum of the project across all phases of the project, and categories of work and contracting tiers
 - **Develop contracting packages that are commensurate with** capacity of the preponderance of the available pool of MBE/WBE/SDVOB(s)
 - Establish **transparent processes for pre-qualifying and selecting firms**
- **Engage and Negotiate** MBE/WBE/SDVOB subcontractors before proposals are due

Efforts to Achieve MBE/WBE/SDVOB Policy

continued

- Identify MBE/WBE/SDVOB firms through **advertisements** and from **our database** listing of certified firms
- Conduct business affairs with MBE/WBE/SDVOB partners **in accordance with PANYNJ's standards**, including within our supplier code of ethics, prompt payment protocols, etc.
- **Provide business capacity building support** through financial services, technical guidance and trainings, and business services support, as appropriate
- Regular engagement with Port Authority compliance staff

Wilnell Martinez

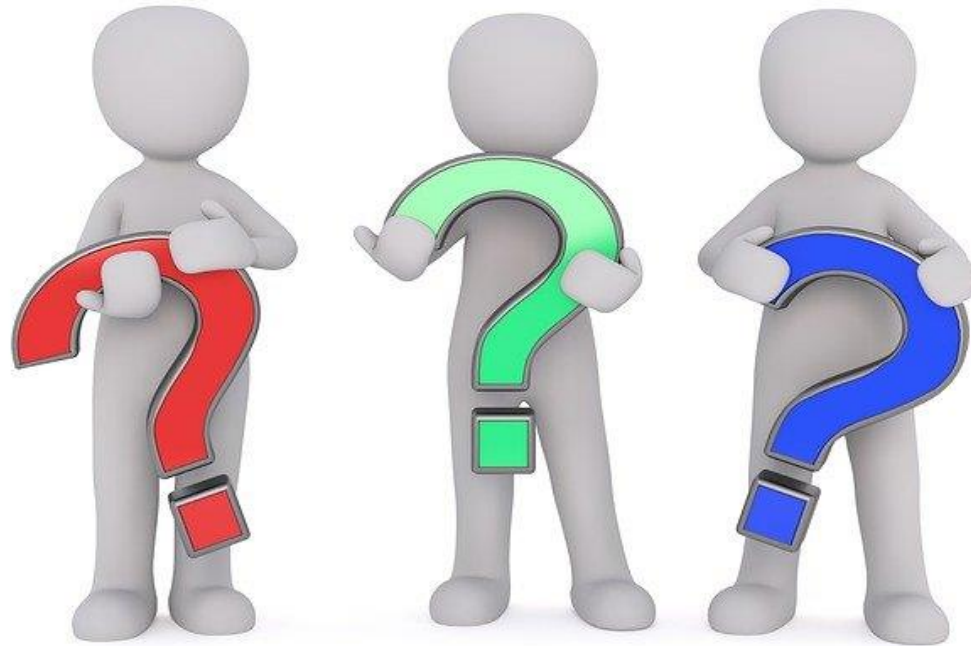


Community Outreach
EWR Redevelopment Program

MWBE/SDVOB/LBE Resources

- To become M/W/BE certified with the Port Authority of New York & New Jersey, please go to <https://panynj.diversitysoftware.com/>
- If you have any questions regarding certification, feel free to reach out to certhelp@panynj.gov or call 212-435-7888
- To find out more information about the AirTrain Newark Replacement Program, please visit the program website at: <https://www.ewrredevelopment.com/about-airtrain-ewr/>
- To visit the Port Authority of New York & New Jersey's bonfire procurement portal, please go [HERE](#)
- If you have any questions regarding the AirTrain Newark Replacement Program, please email us at: airtrainevents@panynj.gov
- If you have any specific questions on the General Construction Services RFQS, please send an email to: meconnors@panynj.gov

Q & A



Thank You!

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